HONEST THRIFT.

The Theme of Dr. Talmage's Sunday Morning Sermon.

est Thou a Man Diligent in Business, He Shall Stand Before Kings"-A Good Time Coming for Women Workers,

BROOKLYN, April 24,-At the Taber-BROOKLYN, April 24.—At the laborate macle this morning, the pastor, Rev. T., De Witt Talmage, D. D., read from the Book of Proverbs some lessons about honest thrift. He then gave out the hymn beginning.
The strite will not be long—
This day the noise of battle,
The next the victor's song.

The boy choir chanted an opening and closing selection. Dr. Talmage's discourse was entitled: "Rehind the Counter; or, Trials and Eucouragements of Salesmen and Saleswemen." He took the two foland Sale-women." He took the two fol-lowing passages as his text: "And a cer-tain woman named Lydia, a seller of purple, of 'the city of Thyatira, which worshiped God, heard us; whose heart the Lord opened."—Acts xvi. 14. "Seest thou a man diligent in his business, he shall stand before kings."—Proverbs xxii. 29. The preacher said: The tixt massage introduces to you Lydia,

The first passage introduces to you Lydia, a Christian merchantress. Her business is to deal in purple cloths or silks. She is not a giggling nonenity, but a practical woman, not ashamed to work for her living. All the other women of Philippi and Thy-atira have been forgotten, but God has made immortal in our text Lydia, the

The other text shows you a man with head and hand and heart and foot all busy toil-ing on up until he gains a princely success. Seest thou a man diligent in business, he shall stand before kings." Great enconragement in these two passages for men and women who will be busy, but no solace for those who are waiting for good solace for those who are watting for good luck to show them, at the foot of the rainbow, a casket of buried gold. It is folly for anybody in this world to wait for something to turn up. It will turn down. The law of thrift is as inexorable as the law of tide. Fortune, the magician, may wave have no that direction mail castles and arm in that direction until castles and palaces come, but she will, after a while, invert the same wand, and all the splenders will vanish into thin air. There are cer-tain a yles of behavior which load to usefulness, honor, and permanent su cess, and there are certain styles of behavior which lead to dust, dishonor, and moral de-I would like to fire the ambition of young people. I have no sympaths with those who would prepare young folks for life by whittling down their expectations. That man or women will be worth nothing to church or state who begins life cowed down. The business of Christianity is not to quench but to direct human ambition. Therefore it is that I come out this morning and utter words of encourage-ment to those who are occupied as clerks ment to those who are occupied as clerks in houses of the country. You say: "Why select one closs, and talk to one specially this morning?" For the same reason that a surgeon does not open the door of a hospital and throw in a bushol of prescriptions, saying: "Come, now, and get your medicine." He first feels the pulse, watches the symptoms, and then pre-scribes for that particular case. So to-day I must be specific. The people in this audience who are clerks are not an ex-ceptional class. They belong to a great company of tens of thousands who are in the country amal circumstances which will this country amid circumstances which will either make or break them for time and for sternity. I should be very slow to acknowledge that the clerks, male and female, of other cities, are any more honest or faith-ful than the cierks of our own city. Many of those people have already achieved a Christian manificess and a Christian wo-manliness which will be their passport to my position. I have seen their trials. any position. I have seen their trials. I have watched their perplexities. There are evils alroad which need to be hunted n, and dragged out into the noonday

In the first place I counsel clerks to re-member that for the most part their clerk-ship is only a school from which they are to be graduated. It takes about on hit years to get one of the learned professions. It takes about eight years to get to be a mer-chant. Some of you will be clerks all your lives, but the vest unjointy of you are only in a transient position. After a while, some December day, the head men of the firm will call you into the back office, and they will say to you: "Now, you have done well by us; we are going to do well by you. We invite you to have an interest in our concern." You will bow to that edict very gracefully. Getting into a street car to go home, an old comrade will meet you and say: "What makes you look so happy to-night?" "Oh," you will say, "nothing, nothing." But in a few days your name will blossom on the sign. Either in the store or bank where you are now, or in some other store or bank, you will take a higher position than that which you now occupy. So I feel to-day that I am standing before neonle who will yet have their gracefully. Getting into a street car to go ing before people who will yet have their hand on the helm of the world's commerce and you will turn it this way or that; now clerks, but to be bankers, importers, insurance company directors, shippers, contractors, superintendents of railroads— your voice mighty "on 'Change"—standing foremost in the great financial and religious enterprises of the day. For, though we who are in the profession may, on the platform, plead for the philanthropies, after all the merchants must come for h with their millions to sustain the move-ment. Be, therefore, patient and diligent in this transient position. You are now where you can learn things you can never learn in any other place. What you con-mider your disadvantages are your con-dopportunity. You see an affluent father some day come down on a prominent street with his son who has just graduated from the university, and establishing him in the university, and establishing him in business, putting \$100,000 in the store. Well, you are envious. You say, "Oh, if I only had a chance like that young man—if I only had a father to put \$100,000 in a business for me, then I would have some chance in the world." Be not envious You have advantages over that young man. You have advantages over that young man which he has not over you. As well might I come down to the docks when a vessel is about to sail for Valparaiso and say, "Let me pilot this ship out of the Narrows." Why, I would sink crew and cargo before I got out of the harbor, simply because I know nothing about pilotage. Wealthy sea captains put their sons before the mast for the reason that they know it is the only place where they can learn to be successful sailors. It is only under drill that people get to understand pilotage and navigation, and I want you to understand that it more skill to conduct a vessel out of the harbor and across the sea than to steer a commercial establishment clear of the rocks. You see every day the folly of people going into a business they know nothing about. A man makes a for-tune in one business, thinks there is another occupation more comfortable, goes into it and sinks all.

Many of the commercial establishments of our cities are giving to their clerks a mercantile education as thorough as Yale or Harvard or Princeton are giving scien-tific attainment to the students matricutific attainment to the students matricu-lated. The reason there are so many men foundering in business from year to year is because their early mercuntile education was neglected. Ask these men high in commercial circles, and they will tell you they thank God for this severe discipline of their early clerkship. You can afford to endure the wilderness march if it is going to end in the vineyards and orchards of the promised land. But you say: "Will the womanly clerks in our stores have pro-motion!" Yes. Time is coming when women will be as well paid for their toil in mercantile circles as men are now paid for women will be as well paid for their toil in mercantile circles as men are now paid for their toil. Time is coming when a woman will be allowed to do anything she can do well. It is only a little while ago when women knew nothing of telegraphy, and they were kept out of a great many commercial circles where they are now welcome; and the time will go on until the woman who at one counter in a store sells \$10,000 worth of goods in a year will get as high a salary as the man who at the other counter of the same store sells \$10,000 worth of goods. All honor to Lydia, the Christian saleswoman And in passing.

may as well say that you merchants who have female clerks in your stores ought to treat them with great courtesy and kindness. When they are not positively en-gaged, let them sit down. In England and the United States physicians have protested against the habit of compelling the wo-manly clerks in the stores to stand. Therefore, I add to the protest of physicians the protest of the Christian Church, and in the name of good health, and that God who has made the womanly constitution more delicate than man's, I demand that you let

The second counsel I have to give to the clerks who are here to-day is that you seek out what are the lawful regulations of your establishment, and then submit to them. Every well-ordered house has its usages. In military life, on ship's deck, in commercial life, there must be order and discipine. Those people who do not learn how to obey will never know how to command. I will tell you what young man will reach roin, financial and moral; it is the young who thrusts his thumb into his vest avs: "Nobody shall dictate to me; I son my own master; I will not submit to the regulations of this house." Equeen on establi himent in which all the employes a e under thorough discipline and the es-tablishment in which the employes do about as they choose is the difference between success and failure—between rapid accomulation and utter bankruptcy. Do not come to the store ten minutes after time. Be there within two seconds after. Do not think anything oo in ignificant to do well. Do not say, "It sonly once." From the most important transaction in commerce down to the particular style in which you tie a string ground a bundle, obey orders. Do not get easily discusted. While others the store may lounge, or fret, or comful are and contented spirit to your work.
When the burle sounds, the good soldier asks no questions, but shoulders his knapsack. Is his came on and listens for the
continued of "Liveli" Do not get the that your interests and those of your larger are amazoniste. His success be your boner. His embarrassment Le your donn y. Expose none of the address of the firm. to not blab. Heliuff those persons who come to find out from clerks what ought ver be known outside the store. Do not be among those young men who take on are among those young men who case on a nysterious air when something is said meanst the firm that employs them, as much as to say; "I could tell you some hings if I would, but I won't." Do not

Again I counsel clerks in this house to search out what are the unlawful and dishonest demands of an establishment and resist them. In the 6,000 years that have passed there has never been an occasion when it was one's duty to sin against God. It is never right to do wrong. If the head men of the firm expect of you dishonesty, the appoint them. "Oh," you say, "I should be any place then." Better lose your place that lose your soil. Fut you will not lose

among those who imagine they can

build themselves up by pulling somebody else down. Be not ashamed to be a subal-

nenored. You go to the head men of your store and say: "Sir, I want to serve you; I want to oblige you; it is from no lack of industry on my part, but this thing seems to me to be wrong, and it is a sin against my conscience; it is a sin against God, and I beg you, sir, to excuse me." He may flush up and swear, but he will cool down and he will have more admiration for you than for those who submit to his evil dictation; and while they sink you will rise. Do not, be-cause of seeming temporary advantage, give up your character, young man. Under God that is the only thing to build on. Give up that, you give up everything. That em-plover asks a young man to hurt himself for time and for eternity who expects him to make a wrong entry or change an invoice, or say goods cost so much when they cost less; or impose upon the verdancy of a cus-tomer or misrepresent a style of fabric. How dare he demand of you anything so

There is one style of temptation that comes on a great many of our clerks, and that is upon those who are engaged in what is called "drumming." Now, that occupathat is upon those who is called "drumming." Now, that occupation is just as honorable as any other, if it be conducted in accord with one's considered. In this day, when there are so many between such men and those Christian business, ail our commercial between such men and those Christian merchants of Brooklyn and New York who who are seeking out for opportunities of merchandise. There can be no objection to that. But there are professed Christian merchants in the week night prayer meeting who have clerks abroad in New York conducting merchants of Cincinnati and Chicago and St. Louis through the deeries of the great town in order to secure the custom for the store. There are in stores in New York and Brooklyn drawers in which there are kept moneys which the clerks are to go to and get whatever they want to conduct these people through the dissipations of the city. The head men of the firm wink at it, and in some places actually demand it—professed Christian merchants. One would think that the prayer would freeze on their lips and they would fall back dead at the sound of their own song. What chance is there for young own song. what chance is there for young men when commercial establishments ex-pect such things of them? Among all hings infernal, I pronounce that the most damnable. Young man, how will that firm treat you when you are utterly despoiled and dragged out with sin going through the and aragged out with sin going through the haunts of iniquity for the purpose of get-ting customers for their store? How will they treat you? Oh, they will give you a pension! They will build you a fine house! They will get you a horse and carriage! Will they? No. Some day you will go to the store, shabby, intoxicated, worn out in their express and they will say. "John their service, and they will say: "John, you are a disgrace to our house. Now, just look at yourself. Accountant, how much do we owe this man?" "A dollar and the ly cents." "Well, now, here—here it is; a dollar and thirty cents. Go off. Don't be hanging around the store." Magnanimity superb! They stole the luster from his eye, and the color from his cheek, and the honor and the color from his cheek, and the honor from his soul, and then they kicked him out. If such professed Christian merchants do not go straight to hell I don't know any use of having such a place. Oh, young men disappoint the expectation of that firm; disappoint those customers if these things are expected of you. You may sell an extra case of goods; you may sell an extra roll of silk; but the trouble is, you

ony have to throw your soul to boot in the Again: I counsel all clerks to conquer the trials of their particular position. One great trial for clerks is the inconsideration of customers. There are people who are entirely polite everywhere else, but gruff and dictatorial and contemptible when they come into a store to buy anything. come into a store to buy anything. There are theusands of men and women who go from store to store to price things, without any idea of purchase. They are not satisfied until every roll of goods is brought down and they have pointed out all the real or imaginary defects. They try on all kinds of kid gloves, and stretch them out of shape, and they put on all styles of cloaks and walk to the mirror to see how it would look, and then they sail see how it would look, and then they sail out of the store, saying: "I will not take it to-day;" which means: "I don't want it at all," leaving the clerk, amid a wreck of ribbons and laces and cloths, to smooth out \$500 worth of goods—not one cent of which did that man or woman buy or expect to buy. Now, I call that a dishonesty on the part of the customer. If a boy runs into a store and takes a roll of cloth off the counter and sneaks out into the street, you all join in the cry, pall cloth off the counter and sneaks out into the street, you all join in the cry, pell mell: "Stop thief!" When I see you go into a store, not expecting to buy anything but to price things, stealing the time of the clerk and stealing the time of the bottom. I have to tell you to-day that stooms of trial have showered imperials that storms of trial have showered imperials that storms of trial have showered imperials the storms of trial have showered imperials that storms of trial have showered imperials the temporal that storms of trial have showered imperials the storms of trial have showered imperials that storms of trial have showered imperials that storms of trial have showered in the storms of t

tar!" Why, who is to blame for the fact that it has got to be a dollar? Does the indignation go out to the manufacturers on the banks of the Merrimae because they have closed up? No. Does the indigna-tion go out toward the employer, who is out at his country seat? No. It comes on the clerk. He got up the war! He levied the taxes! He puts up the rents! Of

course the clerk! Then a great trial comes to clerks in the fact that they see the parsimonious side of human nature. You talk about lies be-hind the counter—there are just as many lies before the counter. Augustine speaks of a man who advertised that he would, of a man who advertised that he would, on a certain occasion, tell the people what was in their hearts. A great crowd assembled and he stepped to the front and said: "I will tell you what is in your hearts: To buy cheap and sell dear!" Oh, people of Brooklyn! lay not aside your urbanity when you come into a store. Treat the clerks like gentlemen and ladies—proving yourself to be a gentleman or a lady. Remember that if the prices are high and your ber that if the prices are high and your purse is lean, that it is no fault of the clerks. And if you have a son or a daughter amid those perplexities of commercial life, and such a one comes home all worn out, be lenient and know that the martyr at the stake no more certainly needs the grace of God than our young people amid the seven times heated experations of a cierk's life.

Then there are all the trials which come to clerks from the treatment of incon-siderate employers. There are professed Christian men in this city who have no more regard for their clerks than they have for the scales on which the sugars are weighed. A clerk is no more than so much store furniture. No consideration for their rights or their interests. Not one word of encouragement from sunrise to sunset, nor from January to December. But when anything goes wrong—a streak of dust on the counter or a box with the cover off—thunder showers of scolding. Men imperious, capricious, cranky toward their clerks—their whole manner as much as to say: "All the interest I have is to see what I can get out of you "All the interest I have in you

Then there are all the trials of incompe-tent wages. Some of you remember when the war broke out and all the merchandise went up, and merchants were made millionaires in six months by the simple rise in the value of goods. Did the clerk get the advantage of that rise? Sometimes, not always. I saw estates gathered in those times over which the curse of God has hung ever since. The cry of under-paid men and women in those stores reached the Lord of Sabaoth, and the indignation of God has been around those establishments ever since; rumbling in the carriage wheels, flashing in the chandeliers, glowing from the crimson upholstery, ndering in the long roll of the ten pi Such men build up palaces of meralley. Such men build up palaces of mer-chandise heaven high, but after a while a disaster will come along and will put one hand on this pillar and another hand on that piller, and throw itself forward until down will come the whole structure, crash-ing the worshipers as grapes are mashed in wine press.

Then there are boys in establishments who are rained—in prosperous establishments—rained by their lack of compensation. In how many prosperous stores it has been for the last twenty years that boys were given just enough money to learn them how to steal! Some were seized upon by the police. The vast majority of instances were not known. The head of the firm asked: "Where is George now?" The head of

'Oh, he isn't here any more. A lad might better starve to death on a blasted heath than take one cent from his employer. Woe be to that employer who unnecessarily puts a temptation in a boy's way. There have been great establishments in these cities, building marble palaces, their owners dying worth millions and millions and millions, who made a vast amount of their estate ont of the blood and muscle and nerve of half paid clerks. Such men as—well, I will not mention any name. But I mean men who have gathered up vast estates at the expense of the people who were ground under their heel. "Oh," say such merchants, "if you don't like it when they pay the salary, acting in this way: "This salary that I give you is not all my interest in you. You are an immortal man; you are an immortal woman; I am interested in your present and your everlast-ing welfare; I want you to understand that, if I am a little higher up in this store, I am beside you in Christian sympathy." Go back forty years + Arthur Tappen's store in New York—a man whose worst enemies never questioned his honesty. Every morn-ing he brought all the clerks and the ac-countants and the weighers into a room for devotion. They sang. They prayed. They exhorted. On Monday morning the clerks were asked where they had attended church the previous day, and what the serchurch the previous day, and what he sermons were about. It must have sounded strangely that voice of pruise along the streets where the devotees of Mammon were counting their golden beads. You say Arthur Tappen failed. Yes, he was unfortunate, like a great many good men, but I understand he met all his obligations before he left this world, and I know that he died in the peace of the Gospel, and that he is before the throne of God to-day— forever blessed. If that be failing, I wish that you might all fail. There are a great many young men in this city—yea, in this -who want a word of encouragement -Christian encouragement. One smile of good cheer would be worth more to them good cheer would be worth more to them to morrow morning in their places of business than a present of \$50,000 ten years hence. Oh, I remember the apprehension and tremor of entering a profession. I remember very well the man who greeted me in the ecclesiastical court with the tip ends of the long fingers of the left hand; and I remember the other man who took my hand in both of his and said: "God bless you, my brother; you have entered a glori-ous profession; be faithful to God and He will see you through." Why, I feel this minute the thrill of that hand-shaking, igh the man who gave me the Christain has been in Heaven twenty-five years. There are men to-day who can look back to forty years ago, when some one said a kind word to them. Now, old men, pay back what you got then. It is a great art for old men to be able to encourage the young. There are many young people in our own cities who have come from inland counties of our State-from the granite hills of the North, from the savannas of the South, from the prairies of the West. They are here to get their for-tune. They are in boarding houses, where everybody seems to be thinking of himself.
They want companionship and they want
Christian encouragement. Give it to them.
My word is to all clerks in this house: Be mightier than your temptations. A Sand-wich Islander used to think when he slew wich islander used to think when he siew an enemy all the strength of that enemy came into his own right arm. And I have to tell you that every misfortune you conquer is so much added to your moral power. With omnipotence for a lever, and the throne of God for a fulcrum, you can move earth and heaven. While there are other young man putting the camp of sin to their throne of God for a fulcrum, you can move earth and heaven. While there are other young men putting the cup of sin to their lips, stoop down and drink out of the fountains of God, and you will rise up strong to thresh the mountains. The ancients used to think that pearls were fallen and the windows which touching the surfaces of

raindrops, which, touching the surface of the sea, hardened into gems, then dropped to the bottom. I have to tell you to-day that storms of trial have showered imperial-

fast bank has gone down, after the shuffle of the quick feet on the custom house steps has stopped, after the long line of merchantmen on the sea have taken sail of flame, after Brooklyn and New York and London and Vienna have gone down into the grave where Thebes and Babylon and Tyre lay buried, after the great fire bells of the Judement day have tolled at the of the Judgment day have tolled at the burning of a world—on that day all the affairs of banking houses and stores will come up for inspection. Oh, what an opening of account books! Side by side, the clerks and the men who employed them—the people who owned thread and needle stores on the ne footing with the Stewarts and the De. ... s and the Abbotts Stewarts and the Demos and the Abbotts and the Baring. Even voice made out—all the labels of goods, all certificates of stock, all list of prices, all private marks of the firm now explained so everybody can understand them. All the maps of cities that were never built, but in which lots were sold. All bargains. All gongings. All snap judgments. All false entries, All adulteration of liquors with copperas and strychnine. All mixing of teas and sugars and coffees and syraps with cheaper material. All embezzlement of trust funds. All swindles in coal and iron and oil and All swindles in coal and iron and oil silver and stocks. All Swartouts and Huntingtons and Ketchums. On that day, when the cities of this world are smoking in the last conflagration, the trial will go on; and down in an avalanche of destruction will go those who wronged man or woman, in-sulted God and defied the judgment. Oh, that will be a great day for you, honest Christian clerk! No getting up early; no retiring late; no walking around with weary limbs; but a mansion in which to live, and a realm of love and light and joy over which to hold everlasting dominion. Heist him up from glory to glory, and from song to song, and from throne to throne; for while others go down into the sea, with their gold like a mill-stone hanging to their necks, this one shall come up to the heights of amethyst and alabaster, holding in his hand the pearl of great price in a sparkling, glittering, flam-

Free Irade.

ing casket.

The reduction of internal revenue and he taking off of ravenue stamps from reprietary medicines, no doubt has argely benefitted the consumers, as well as relieving the burten of home mannacturers. Especially is this the case with Green's August Flower and Boschee's German Syrup, as the reduction of thirty six cents per doza , has been added to increase the size of the bottles containing these remedies, therehy giving one-fifth more medicine in the 75 cent size. The August Flower for dyspepsia and liver complaint, and the Garman Syrup for cough and lung trou bles, have perhaps, the largest sale of any medicines in the world. The advantage of increased size of the bottles will be greatly appreciated by the sick and afflicted, in every town and village in civil zed countries. Sample bottles for 25 cents remain the same size. (2)

> Conundrum Conundrum! Guess it if you can, MAnd tell me. John, the answerherein a clumsy printer man Is like an honest dancer?"

'I have it, Jane!" "You haven't though I'd make a dozen bets." One of them sets the forms, you know; The other forms the sets." "Sharp answer, dear, but not the one

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Morgue Serenaded

Carron. O., April 28.—Kent Morgan, the successful applicant for the West Point cadetship, was given a hear ty reception upon his return here last night. The band met him at the depot and secreted him home. and escorted him home.

AUTHORITIES figure it out that the entire surplus of last year's wheat crop, available for export, has been already sent abroad, and that until the new crop comes into market all the wheat shipped will be taken from the stock accumulated before last July

RUSSIA seems to be as mad at Schnebele's arrest by the German authorities as France is. Russis and France seem to be in good accord these days.

THE Tory leaders keep up their personal persecution of Parnell. They con-tinue to speak of the Times forged letter as Parnell's letter.



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Prepared by C. I. Hood & Co., Lowell, Mass. 100 Doses One Dollar School Examiners' Notice.

Examinations for teachers' certificates will be heldfar Mowe: At Canton on the first Saturday of each mouth At Alliance, Saturday, September 25, 1897. At Massillon, Saturday, October 30, 1887. At Alliance, Saturday, Pebruary 18, 1887. At Canal Fulton, Saturday, March 12, 1887. BY ORDER OF THE BOARD

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Suff ring Womanhood.

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A Man's Thanks,

well known business man of Wilmington, M. O.

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Missars, F. J. Cheney & Co., Toledo, O.;—Have taken Hall's Catarrh Cure. Had catarrh all my life; am 48 years old. H. d. as hms 19 years, and a drawfull cough for five years. Have taken everything; went to the vest springs; in we doctored with the doctors here; I have done nothing but take endicine for 19 years. When I c'immenced using Hall's Catarrh Cure I was almost dead. Leant fer the doctor the day I got Hall's Catarrh Cure, and it told him I would die anyway and that I would try, your medicine. I was very bad. How I is ffered for 9 years. I could hardly breathe at times, I saw Hall's Catarrh Cure advertised in the papers and commenced taking it. I would have been under the gr und to day if thad not been for that. I have not had a bad apell of coughing since. In breathing my head freis well and I sm well. It has done me a thousand do lars' worth of good. There are ten of my friends, on seeing what it had done for me, taking it, and it is beiping them. I only wish that every one who has cutarrh, asthma and a bad cough could see me, so that I could tell them ail to take it. All that know me here know how I have soffered (I have been here aloce 1808.) and say to me that 'I am so giad you found some hing that could cure you." Everyone says "how much bester you look." The doctors say they are giad I found Hall's Catarrh Cure as they could not cure me. BLOOMINGTON, ILLS . Sept 18 1882.

cure me.

I cannot express my gratitude to you for the good

I cannot express my gratitude to you for the good

Hall's Catarrh Orre has done me. You can use as much of this letter as will do the sufficied good. Publish it to the world—it is all true and they should know it.

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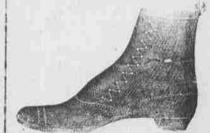
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